

Message Text

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USDOC FOR BEWT/USSR (HEISS)

E.O. 11652: N/A

TAGS: ETRD, BEXP, UR

SUBJECT: NEW SOVIET EXHIBITION COMPLEX - GLAHE PAVILION

REF: A) STATE 130214; B) MOSCOW 7732

1. DURING JUNE 5 DISCUSSION WITH COMMATT, GLAHE INTERNATIONAL OFFICIAL A. VON KORFF PROVIDED ADDITIONAL INFORMATION ON PAVILION WHICH GLAHE PLANS CONSTRUCT AT NEW SOVIET EXHIBITION COMPLEX.

2. ACCORDING TO VONKORFF, TOTAL COST OF PAVILION WILL BE APPROXIMATELY DM46 MILLION. PAVILION WILL BE CONSTRUCTED BY KRUPP AND PREUSSAG USING COMBINATION OF GERMAN AND SOVIET LABOR. UNDER AGREEMENT WITH CHAMBER OF COMMERCE AND INDUSTRY, GLAHE HAS UNDERTAKEN TO HAVE PAVILION READY FOR AUGUST 1976 CONSTRUCTION MACHINERY EXHIBITION, ALTHOUGH VON DORFF SAID THAT ALL WORK WILL NOT BE COMPLETED BY THAT TIME. WHEN COMPLETED, PAVILION WILL HAVE 28,000 SQUARE METERS OF "USEFUL SPACE." THIS COMPARES WITH ABOUT 40,000 SQUARE METERS IN TOTAL SOKOL'NIKI PARK COMPLEX, PRIOR TO PARTIAL DESTRUCTION OF PAVILION FOUR IN AUGUST 1974 FIRE.

3. TO RECOUP INVESTMENT IN PAVILION, GLAHE HAS FREE USE OF PAVILION FOR PERIOD OF TEN RPT TEN YEARS AFTER ITS COMPLETION. DURING A SUBSEQUENT EIGHT YEAR PERIOD, GLAHE WILL HAVE FIRST LIMITED OFFICIAL USE

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PAGE 02 MOSCOW 07803 061026Z

REFUSAL RIGHTS ON PAVILION BUT WILL PAY WHATEVER SPACE

RENTAL RATES CHAMBER CHARGES AT THAT TIME. VON KORFF NOTED THAT GLAHE WAS ALREADY RECEIVING PAYOFF ON INVESTMENT IN FORM OF FREE USE OF ALL REMAINING SPACE IN PARTIALLY-RECONSTRUCTED PAVILION FOUR (PROBABLY 4,000 SQUARE METERS GROSS) DURING SEPTEMBER 1975 INTERORGTEKHNKA EXHIBITION. FOR THAT SHOW, GLAHE HAS SIGNED UP ITT, PITNEY-BOWES, NIXDOR COMPUTERS AND GROUP OF SWEDISH FIRMS INCLUDING ELECTROLUX WHICH WILL SHOW (ON AREA OF 300 SQUARE METERS) BROAD RANGE OF INDUSTRIAL ROBOTS. (COMMENT: VONKORFF DID NOT EXPLAIN HOW INDUSTRIAL ROBOTS FIT INTO THEME OF EXHIBITION. END COMMENT).

4. COMMENT: IF INFORMATION SUPPLIED BY VON KORFF IS CORRECT, GLAHE HAS OBTAINED VERY ATTRACTIVE DEAL WITH SOVIETS. IT IS SOMEWHAT SURPRISING THAT GLAHE WAS ABLE TO OBTAIN TEN YEAR FREE USE PROVISION WHEN US GROUP CONSISTING OF PANAM, PORTER AND BANK OF AMERICA WAS REPORTEDLY TOLD BY CHAMBER THAT IT COULD HAVE ONLY THREE YEARS FREE USE OF ITS PAVILION. STOESEL

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